

Docket No. 2021-264-T, Application of Bournias, LLC, dba All My Sons Moving & Storage
for a Certificate of Public Convenience and Necessity for the Operation of a Motor Vehicle
Carrier

Testimony of Brock A. Abbey, Operations Manager of Applicant

1. Please state your full name and business address for the record:

Answer:

Brock A. Abbey
Operations Manager
Bournias, LLC, dba All My Sons Moving & Storage
6901-B Northpark Boulevard
Charlotte, NC 28216

2. Can you tell me your age and background?

Answer: I am 41 years of age and attached as Exhibit A is my Biographical Information.

3. Can you provide the corporate structure of the Applicant.

Answer: Applicant is owned by AMS Group Holdco, LLC (“AMS Group”), a Delaware limited liability company that owns and operates approximately 69 separate All My Sons entities in 28 states¹ through its subsidiary All My Sons Business Development, LLC located at 2400 Old Mill Road, Carrollton, TX 75007. AMS Group is part of the private equity firm Sterling Investment Partners of Westport, Connecticut.

4. Do you have any sister companies that currently operate in South Carolina and hold Certificates from the Commission.

Answer: Yes, as follows:

A. PSC Docket No.:	2004-245-T
PSC Order No.:	2017-572
PSC/ORS Certificate No.:	9750-A

Moving With Moxie, LLC, dba All My Sons Moving & Storage of Hilton Head, 102
Bluffton Road, Bluffton, SC 29910
(Mailing Address: 2400 Old Mill Road, Carrollton, TX 75007)

¹ GA, TX, LA, AL, FL, ID, CO, SC, NC, IL, OH, CT, NE, TN, OK, KY, IN, MO, NV, AR, MD, PA, VA, MA, AZ, OR, RI, and UT.

B. PSC Docket No.: 2006-241-T
 PSC Order No.: 2017-571
 PSC/ORS Certificate No.: 9715-G

All My Sons Moving & Storage of Greenville, LLC, 1102 Old Stage Road, Simpsonville, SC 29681

(Mailing Address: 2400 Old Mill Road, Carrollton, TX 75007)

C. PSC Docket No.: 2012-105-T
 PSC Order No.: 2017-573
 PSC/ORS Certificate No.: 9792-B

All My Sons Moving & Storage of Charleston, LLC, 3749 Ashley Phosphate Blvd., North Charleston, SC 29418

(Mailing Address: 2400 Old Mill Road, Carrollton, TX 75007)

D. PSC Docket No. 2018-40-T
 PSC Order No. 2018-317
 PSC/ORS Certificate No. 9847

All My Sons of Charlotte South, LLC

629 Stallings Road

Matthews, NC 28104

(Mailing Address: 2400 Old Mill Road, Carrollton, TX 75007)

- 5. Have any formal complaints been filed, fines levied, or actions taken for any type of non-compliance against Applicant by any State or Federal regulatory agencies in the areas of transportation or regulated moving services?**

Answer: No.

- 6. Why is Applicant seeking this authority?**

Answer: Applicant is based in Charlotte, North Carolina. We receive inquiries for our services primarily by telephone and our website - <https://www.allmysons.com/>. Our advertising is entirely web-based. We constantly turn down customer requests for services between points in South Carolina. We are seeking this statewide authority rather than the Charlotte South entity because of our larger work force and equipment inventory.

- 7. Does Applicant hold interstate authority to transport household goods between points in the United States?**

Answer: Yes, we are assigned USDOT No. 80676 by the United States Department of Transportation, Federal Motor Carrier Safety Administration (FMCSA), and we hold a license or authority designated as MC (Motor Carrier) No. 000390143 from the FMCSA to transport household goods between points in the United States. Attached as Exhibit B is the Motor Carrier Details for us from the FMCSA online Licensing and Insurance section.

- 8. That is all the questions that I have for you. Do you have anything else you would like to add for the record or does this conclude your testimony?**

Answer: No, this concludes my testimony.

BEFORE
THE PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA
DOCKET NO.: 2021-264-T

IN RE:

Application of Bournias, LLC d/b/a All My Sons
Moving & Storage for Class E (Household Goods)
Certificate of Public Convenience and Necessity for
Operation of Motor Vehicle Carrier

**CERTIFICATE
OF
SERVICE**

This is to certify that I, David Popowski, have caused to be electronically served this day a copy of the Pre-filed Testimony of Brock A. Abbey in support of the Application of Bournias, LLC d/b/a All My Sons Moving & Storage for a Class E (Household Goods) Certificate of Public Convenience and Necessity for the Operation of a Motor Vehicle Carrier as follows:

C. Lessie Hammonds, Esq.
Office of Regulatory Staff
Email: lhammonds@ors.sc.gov

October 12, 2021
Charleston, South Carolina

s/David Popowski
David Popowski
Popowski Law Firm, LLC
171 Church Street, Suite 110
P.O. Box 1064
Charleston, SC 29402
Phone: (843) 722-8301
Facsimile: (843) 722-8309
david@popowskilaw.com
Attorney for the Applicant

EXHIBIT A

Brock Abbey

11118 River Oaks Dr NW, Concord, NC 28027

(918) 568-1831

brock2580@gmail.com**INTRODUCTION**

I am a highly qualified management professional having been in the transportation industry since 1999. I now have 21+ years combined experience and 16+ years of experience as a senior level strategic leader with vast experience in Logistics, Team Building, 3PL, Sales, Brokerage, Transportation, Strategic Planning, Staffing, Dispatching, Budgets, P&L, and Warehousing Operation Management.

Skill Summary

- Executive leader who excels at operations management, in logistics, Strategic planning, brokerage, transportation, warehouse traffic management, distribution, budgets, and P&L.
- Proficient with AS400, Internet freight boards, DCS2000, RF Select, GLS, Word, Excel, PowerPoint, CMS, KPIs, and Windows software for inventory, distribution, and logistics activities.
- Proven ability to manage multiple tasks simultaneously and meet scheduled deadlines
- Creative, energetic, highly self-motivated with ability to motivate and influence others
- Excellent analytical, trouble-shooting, conflict management and problem solving skills.
- A results driven individual
- Highly knowledgeable of mechanized conveyor systems, sorting devices, SPOC (SwissLog), and WULFTEC - applications.
- Familiar with various WMS systems, RF scanning and vocal select (250/500+ cases per hour)
- Licensed operator of a variety of sit down and stand up forklifts, reach trucks, stock pickers, pallet jacks, scissor lifts, and slip and clamp lifts.

EXPERIENCE**ALL MY SONS MOVING AND STORAGE – JANUARY 2016- CURRANT****AREA OPERATIONS MANAGER**

- I managed the day-to-day operation of the local Tulsa branch, and now the Charlotte metro area, and all employees. I report to the Regional VP and COO, I am directly responsible for Sales management/ Operations / Strategic Planning / Logistics / Customer relations/ staffing/ budgeting/ P&L.
- Specializing in 48 state residential and commercial relocation, storage and warehousing
- Responsible for approx. 6 million dollars' worth of yearly revenue and over 5000 shipments for customers via 26 foot Box truck.
- In my 10 month tenure here I have increased revenue by 18% and profit by 35% while simultaneously driving operating costs and claims down.

BENTREI LOGISTICS - MARCH 2014 – JANUARY 2016**LOGISTICS DIRECTOR**

- I started and managed the day to day operation of our Logistics Company and employees. Internal and 3PL freight. Operations / Planning / Logistics / Brokerage/ Sales /Customer relations/ staffing/ budgeting, P&L.
- Specializing in Agriculture, hopper, pneumatic, end dump, flatbed, van, and tanks.
- Responsible for approx. 400 million dollars' worth of revenue and outbound shipments and over 1 million short tonnes of product to more than 530 customers via truck, rail, and barge in fiscal year 2015
- Bentrei Fertilizer was acquired and split up by an overseas leading global agrochemical company EuroChem. My department was dissolved and I was laid off with full benefits and severance.

JOHN CHRISTNER TRUCKING LLC. – FEBRUARY 08 – MARCH 2014**MANAGEMENT / OPERATIONS – LOGISTICS / BROKERAGE****Summary of Duties and Responsibilities: for OPERATIONS MANAGEMENT**

This position is responsible for coaching and mentoring drivers in an assigned fleet of 65-120, using an open and Interactive leadership style to reconcile customer and driver needs, while leading drivers to meet Company performance goals, including meeting customer service pick-up and delivery requirements, Achieving equipment performance standards, maintaining an excellent safety record and retaining safe Drivers who provide excellent customer service.

Summary of Duties and Responsibilities: for LOGISTICS / BROKERAGE

- Negotiate and set rates, foster relationships with shippers and brokerage companies.
- Met all performance goals, 16% profit margin average
- Monitor freight from pick up to delivery, ensuring on time delivery
- Utilize internet based freight boards to sell freight
- Set up new carriers

Awards and accomplishments

- Employee of the month 5 times in 6 years,
- Highest grossing net settlement fleet 9 months running
- Longest running fleet with zero service failures
- Implemented new strategies and programs to retain and mentor company lease operators

WAL-MART DISTRIBUTION HVMD C 7015 BARTLESVILLE, OK MARCH 2004- FEBRUARY 2008**MANAGEMENT / DRY SHIPPING, FDD SHIPPING, FDD RECEIVING**

- Responsible for managing a large area in operations (70-100 associates) with a daily work load of 90,000-150,000 cases inbound and outbound.
- Ensuring productivity/LOS standards are met in a timely manner while maintaining all daily workloads and TPR goals.
- Assist in the training and development of leadership and newly promoted management.
- Writing and giving annual performance evaluations.
- Managing and organizing general meetings for 300+ associates.
- Completing all administrative tasks including: interviewing , hiring, calculating staffing needs, evaluations, 30/60/90 day contacts, all training forms, PCN's, QPR, performance coaching's, steps, and terminations.
- Participation and organization for daily management meetings.
- Responsible for good associate relations, i.e. CBWA, OMO, PPM, risk walks, mini grass roots, and coaching for success.

WORLD SUPER SERVICES PHOENIX, AZ SEPTEMBER 2003- MARCH 2004**INDEPENDENT CONTRACTOR / CONSULTANT / TRAINER**

- Traveled to various locations throughout the country assisting in various distribution centers.
- Assisted in training, setting distribution goals, and implementing production standards in the following areas: orderfilling, loading, unloading, put away, replenishment, hauling, and verifying.

FLEMING FOODS DC, ALBERTSON'S DC TULSA, OK APRIL 1999-SEPTEMBER 2003**ORDERFILLER / REPLENISHMENT / PUT AWAY DRIVER**

- Responsible for order filling in a freezer dairy deli mechanized conveyed module (550-800 cases an hour). Was trained briefly in the operation of the merge.
- Responsible for replenishment put away which included: insuring product was available for order filling functions, putting way incoming shipments. And inventory control

EDUCATION

UNION HIGH SCHOOL TULSA, OK GRADUATED 1998

TULSA COMMUNITY COLLEGE, BUSINESS MAJOR

EXHIBIT B



U.S. Department of Transportation
Federal Motor Carrier Safety Administration
Licensing and Insurance Public

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Motor Carrier Details

US DOT:	806764	Docket Number:	MC00390143	
Legal Name:	BOURNIAS, LLC			
Doing-Business-As Name:	ALL MY SONS MOVING AND STORAGE			
Business Address	Business Telephone and Fax	Mail Address	Mail Telephone and Fax	Undeliverable Mail
6901 B NORTHPARK BLVD CHARLOTTE NC 28216	(469) 461-5000 Fax: (888) 486-5298	2400 OLD MILL RD CARROLLTON TX 75007	(469) 461-5000 Fax: (888) 486-5298	NO
Authority Type	Authority Status		Application Pending	
Common	ACTIVE		NO	
Contract	NONE		NO	
Broker	NONE		NO	
Property	Passenger	Household Goods	Private	Enterprise
YES	NO	YES	NO	NO
Insurance Type	Insurance Required		Insurance on File	
BIPD	\$750,000		\$2,000,000	
Cargo	YES		YES	
Bond	NO		NO	

BOC-3: YES

Blanket Company: [EVILSIZOR PROCESS SERVERS LLC](#)[Web Site Content and BOC-3 Information Clarification](#)
[Active/Pending Insurance](#)
[Rejected Insurance](#)
[Insurance History](#)
[Authority History](#)
[Pending Application](#)
[Revocation](#)

October 11, 2021



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Federal Motor Carrier Safety Administration
1200 New Jersey Avenue SE, Washington, DC 20590 - 1-800-832-5660 - TTY: 1-800-877-8339 - Field Office Contacts